

CORP0306 Prebid Minutes

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1 US ARMY CORPS OF ENGINEERS
2 KANSAS CITY DISTRICT
3 PREBID CONFERENCE

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6 TRANSCRIPT OF PROCEEDINGS

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9 On Thursday, March 6th, 2003, at 10:00
10 a.m., the US Army Corps of Engineers Kansas City
11 District met at 601 East 12th Street, Room 164,
12 Kansas City, Missouri.

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APPEARANCES

15

16 Mr. Kent Myers, PE
17 Mr. Gregg Gullledge
18 Mr. Ron Vest
19 Ms. Dawn Wade
20 Ms. Karin Jacoby
21 Mr. Dennis McMan
22 Ms. Kathy Lust

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1 (The proceedings commenced at 10:10
2 a. m.)

3 MR. GULLEDGE: Good morning everyone.
4 My name is Gregg Gulledge. I'm the contract
5 specialist for this project, for the Prospect
6 bridge project that we're going to talk about
7 here. Now, I've got some question sheets. If
8 you've got any questions, you know, I'm going
9 to try to take care of them here but also you
10 can write them down. So I'm going to pass some
11 of these question sheets out. Everybody signed
12 in yet? Have you had a chance to sign in? If
13 you've got any questions that you want to write
14 down, I've got some sheets here. I'll just
15 pass them out. I don't know if you've got some
16 already written out. Everybody had a chance to
17 read the CD? Okay.

18 First of all, as I said, I'm the
19 contract specialist on this project. I'm your
20 point of contact. My phone number is in that
21 solicitation. Also, I want to introduce Karin
22 Jacoby from KCMO, Dennis McMan from KCMO. Dawn
23 Wade from our legal department here. Mr. Ron
24 Vest, Chief of Civil Branch. Mr. Kent Wade who
25 is going to be the project manager.

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MR. MYERS: Myers.

MR. GULLEDGE: Kent, I'm sorry.

MR. MYERS: We're not related.

MR. GULLEDGE: I'm sorry. Kent Myers, project manager. Okay. Now, the requirements, the proposals will be due on the 27th of March. So far we haven't changed that. 27th of March 2:00 p.m. And it's going to be in two volumes. We've all submitted proposals where you have a volume I, volume II and volume III. And this is going to be different because we're going to call them technical requirements and your proposal. Okay. And subcontracting plan, that's another thing -- Arthur isn't here. He wanted to talk about that.

MR. VEST: Arthur Salisbury is the deputy for small business for the Kansas City district. He'll be down here in a minute. We'll come back to Arthur. Arthur will explain what he would like to see in your subcontracting plan. And if you never did one, he can also help you in telling you how it should look when it comes in. Okay? So he should be down here in a few minutes. He's in another meeting.

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MR. GULLEDGE: So you have Arthur, and you're going to be required to submit a

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3 subcontracting plan. He will be down to
4 explain the subcontracting plan portion to you
5 when he gets back, when he gets down. Okay?
6 Mr. Kent Myers will be available for site visit
7 immediately following the briefing and the
8 conference. Okay? If anybody wants to go
9 visit the site, he'll take you out there. Or
10 we'll meet you out there, right?

11 MR. MYERS: (Nodded head.)

12 MR. GULLEDGE: Okay. Section 600,
13 it's going to be very important. I'm pretty
14 sure we all have submitted proposals to the
15 federal government before, but section 600 is
16 going to be very important. It's about reps
17 and certification sections. So unless you fill
18 out all that stuff out in that reps and
19 certification section, each block that pertains
20 to your company, please, you know, check it off
21 and fill it out. Because sometimes we forget
22 that and we omit information. Okay?

23 Moving right along. We have five
24 technical areas that we're going to talk, we're
25 going to evaluate on. One factor is going to

5

1 be past performance. In the packet is going to
2 be some past performance questionnaires. You
3 can submit no more than 10 and your proposal

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4 for your technical no more than 50 pages.

5 After 50 pages we're not even going to have the
6 board evaluate it. Okay? So one factor will
7 be past performance. The second factor will be
8 corporate experience. The third factor will be
9 schedule. The fourth factor will be quality
10 control management program, and the fifth
11 factor will be small business and small
12 business disadvantaged. That's your
13 subcontracting plan on it, small business plan.

14 In the solicitation on pages 166
15 through 170 you can find all these factors that
16 you will be evaluated on. So if there's any
17 questions about the factors we can discuss it
18 or, you know, just call myself and we'll go
19 through it. Okay? So at this time I'm going
20 to introduce Mr. Kent Myers, and he's going to
21 give you an overview.

22 MR. MYERS: To start off, I'd like --
23 do you want to say something first, Karin?

24 MS. JACOBY: No.

25 MR. MEYERS: The project is located on

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1 Prospect Avenue bounded on the north side by
2 Cleaver II Boulevard. On the south side here
3 is Swope Parkway, north is off to the lower
4 left here. This is the current existing bridge
5 and it's being relocated almost an entire span

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6 width to the south. I have a few more slides
7 I'll just run through here just to help you,
8 those who are aren't familiar with the area.
9 The project is about 2800 linear feet of
10 channelization. It will be rechannelized
11 through the new bridge opening for probably
12 about 1,000 foot of that. There are five small
13 concrete dams. Two are located upstream and
14 four are located -- actually, there's six, and
15 there's four located downstream.

16 I want you to pay special attention to
17 the general section on general information that
18 we have milestones in there as far as bridge
19 closure, the bridge. There will be a time that
20 the bridge would be available for use for
21 emergency access vehicles. This is a
22 retirement center here, HUD retirement center.
23 Elderly. It's total care. And so as soon as
24 we can get that bridge available, even if it's
25 under construction, we'd like to have that

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1 done.

2 Another point that is very important
3 that no fill can be placed in the old existing
4 channel until the bridge and a sufficient
5 amount of channel relocation opening is
6 constructed to pass at least an equivalent

7 amount of water in the existing channel. The
8 main utilities that you'll find involved in
9 this project will be Kansas City Power and
10 Light, Southwestern Bell, Time Warner and
11 Kansas City, Missouri, Water Department.

12 I just want to show you a few slides
13 here to help you get oriented. First off
14 today, this is a loop drive that comes in off
15 of Cleaver Boulevard and this is east of the
16 Bruce R. Watkins Expressway. So you can get
17 off -- I believe they changed the signs now.
18 It says Cleaver II Boulevard. If you get off
19 and head east you'll be on this road here just
20 east of Prospect. There's a loop road here
21 that you can park on, and just beyond that is
22 another parking lot and I'll be in that general
23 area.

24 This is a view on Prospect Avenue.
25 You're basically in front of the retirement

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1 center looking north at the bridge. That's the
2 intersection of Cleaver II Boulevard and
3 Prospect Avenue. Most of the area you're
4 seeing here, the new bridge will be spanning
5 most of this area through here. It's visible.

6 This is a view of the existing bridge
7 looking upstream. As you can see, there's been
8 quite a bit of deterioration to the channel.

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9 It's a fairly significant concrete structure
10 that you'll be having to remove. This is
11 looking further upstream. That's Bruce R.
12 Watkins in the background. Rechannelization
13 will probably start about in this area and
14 proceed -- at this point it will be entirely a
15 new channel section.

16 This is standing on the bridge looking
17 downstream. The left bank be on the right
18 side. That's the bend wall that you might have
19 seen in some of the as-built photographs. That
20 bend wall does have an asbestos coating on it.
21 It is not friable. It has been treated,
22 tested, and DNR has given us permission to bury
23 it in place.

24 This is a little further downstream of
25 the bridge. That's the retirement center.

9

1 This is where the large cul-de-sac ramp, and it
2 begins here and starts to move up Swope
3 Parkway. This is some of the erosion on
4 downstream that you'll be dealing with. This
5 is pretty much the downstream end of the
6 channel where it ties in to the existing lake
7 and shriner (ph), the termination point of the
8 project.

9 And this is a bridge pier under Bruce

10 R. Watkins, one of the service roads. And this
11 is basically the same design for the bridge
12 piers under Prospect that will be constructed.
13 You can see those on site.

14 So that's pretty much an overview of
15 the project just to let you have an idea or
16 feel for what you'll be seeing today and some
17 of the things going on. At this time, Karin,
18 Dennis, do you have any comments that you want
19 to make from the city's standpoint?

20 MR. McMAN: I don't.

21 MR. MYERS: Karin, do you have
22 anything?

23 MS. JACOBY: No. Other than we're
24 anxious to get started.

25 MR. MYERS: Anxious to get started.

10

1 MS. WADE: I'm Dawn Wade with the
2 office of counsel here in the district. I was
3 one of the members of the team that put this
4 solicitation together. It's a contract vehicle
5 we haven't used recently in the district, so I
6 just want to tell you that there are five
7 technical factors. And what we're anticipating
8 and the way the solicitation is set up is that
9 on each factor you're either going to be
10 technically acceptable or not technically
11 acceptable. So when we get these proposals in

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12 on the 27th, and shortly thereafter we will
13 have a team evaluating them and they will put
14 them in two piles. There will be a pile where
15 all five factors are found to be technically
16 acceptable, and then from that pile we will
17 then go to price and the low price wins. So if
18 you're technically not acceptable on one factor
19 you're going to be in the pile where we don't
20 even look at price. And we've tried to be very
21 clear on those five technical factors, what it
22 takes to be acceptable.

23 MR. VEST: I'm Ron Vest. I'll
24 probably be the contracting officer on this
25 contract as well. Kathy Lust is back here.

11

1 She's from the field offices.

2 MR. MYERS: I'm sorry, Kathy. I
3 should have introduced you.

4 MR. VEST: The only other point I
5 wanted to make today was that we've got a short
6 time fuse on this thing. So whoever, after we
7 do the technical evaluation and look at price
8 and we make this award on this, I want whoever
9 this contractor is to be able to really work
10 fast to get their bonds and their insurance in
11 here and get them approved so we can get you
12 notice to proceed and get out and get started

13 on this project because we do have time
14 restraints on this project.
15 MR. MYERS: There is a contractor on
16 site that is going to be starting to place the
17 utility duct bank across the proposed channel
18 alignment. And at this -- we hope to have them
19 out of the way by March 30. It's going to
20 close April 15th or 17th now. And I don't know
21 if that really would be much of a conflict in
22 terms of your mobilization or starting your
23 work. I think that is in the specifications.
24 You need to be aware of that. That's All Pro
25 Construction.

12

1 Does the Kansas City team have any
2 other comments they want to make?
3 MS. WADE: I just want to say one
4 thing. We are looking for a contractor who has
5 prior experience building this type of bridge.
6 And we've made allowances. If you want to be a
7 prime contractor and you don't have this kind
8 of experience you're going to have to have a
9 subcontractor who does have it. Okay. But
10 either the prime or the sub is going to be
11 required to have had prior bridge experience
12 and the solicitation sets out exactly what kind
13 of experience we're looking for.

14 MR. MYERS: This is not quite the

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15 standard bridge, although it's not probably
16 construction-wise terribly difficult. But it
17 is what they call an integral abutment bridge
18 where the approach slab -- there is no
19 expansion joints within the bridge itself. The
20 approach slabs are integral to the bridge, and
21 the design criteria on that is is that the
22 abutments, the piers are actually allowed to
23 flex with temperature. And so the whole deck
24 and slabs move as an integral piece. And that
25 is a little different than what your typical

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1 bridge design is. There have been a few around
2 Kansas City, but this is a fairly new concept
3 in bridge construction. So you need to be
4 aware of that.

5 Kathy, did you have anything you want
6 to share --

7 MS. LUST: No.

8 MR. MYERS: -- bring up at this time?
9 No? I guess we're ready to open the question
10 and answers.

11 MR. GULLEDGE: The questions and
12 answers. Do you have any questions?

13 MR. MYERS: Any questions about the
14 technical proposal that's being submitted with
15 the price proposal?

16 AUDIENCE MEMBER: Who's handling the
17 inspections?

18 MR. MYERS: Inspections will be
19 handled by the Corps of Engineers, our Kansas
20 City area resident office, and Kathy is the
21 area engineer on that.

22 AUDIENCE MEMBER: Signals and all?

23 MR. MYERS: Yes.

24 AUDIENCE MEMBER: Everything, the
25 bridge included?

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1 MR. MYERS: Bridge included. The
2 city -- we will be doing the quality assurance
3 testing. The city has -- we've told them they
4 can come and do any testing that they want.
5 They need to do it through us and
6 communications with the contractor needs to
7 come through our on-site representatives. And
8 so if you feel like you're getting direction
9 from somebody with the city you will need to
10 get with our representative immediately and
11 make sure that's clear in terms of the
12 directions that you're receiving.

13 MS. JACOBY: And I would just like to
14 add on to that. We expect there to be a lot of
15 public interest in this particular project and
16 a lot of questions from the public. And we
17 would ask for cooperation in allowing us to be

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18 responsive to that. And we would prefer to
19 respond to questions, you know, that they have,
20 but it's going to take getting information from
21 the contractor through our inspection from the
22 Corps of Engineers in order to allow us to do
23 that.

24 MR. MYERS: You will probably be
25 visited by the media at various times. This

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1 will be a visible project. This is a bridge
2 that had loss of lives back in 1998 during that
3 infamous Monday night football game. I believe
4 seven people were swept away from their
5 vehicles and died that night. So there is --
6 at the initial start of this contract there
7 will be some attention spent on it.

8 One other thing, I would encourage you
9 any trees that you take down get off site
10 immediately. We had a lot of -- took a lot of
11 flack when we were working through the Plaza,
12 the trees that were taken down and left laying
13 for quite a bit of time. I think it would be
14 in your best interest and ours those be removed
15 as soon as possible.

16 MR. VEST: Any other questions?

17 AUDIENCE MEMBER: Will the bid be read
18 publicly?

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19 MR. MYERS: I'm sorry?
20 AUDIENCE MEMBER: Will the bid be read
21 publicly?
22 MR. VEST: No, sir, they will not.
23 AUDIENCE MEMBER: You know, you all
24 are moving on a pretty fast track getting this
25 thing out and getting it bid. And a lot of --

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1 I mean, a lot of us just got your drawings and
2 specs like on Tuesday. Is there going to be a
3 time period here where we can submit written
4 questions after today to someone to get answers
5 regarding maybe some issues that come up?
6 MR. GULLEDGE: Yes, sir. Questions,
7 you know, come into my office and then we're
8 going to compile everything and we'll put it
9 out as a process of amendment or we'll put it
10 on the web site. Everybody's familiar with our
11 web site, correct? Double-check that web site
12 all the time because we always put stuff on
13 there and you can have questions and answers
14 there. Also, these sheets that I passed out,
15 you can write some questions down now if you
16 want to ask them now, anything you want to ask
17 now. One other thing with the past performance
18 questionnaire, no more than 10, you know, 10 is
19 the max.
20 MS. WADE: It's at least 10 but not

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21 more than 15.

22 MR. GULLEDGE: And if you can fax them
23 in, we'll try to get those in as soon as
24 possible.

25 AUDIENCE MEMBER: Gregg, is your

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1 e-mail address in here so we can e-mail them,
2 taking questions by e-mail as well?

3 MR. GULLEDGE: Yes, sir. It's on the
4 web site too also.

5 MR. MYERS: Is my e-mail on there?

6 MR. GULLEDGE: And also Kent's is on
7 there too.

8 MR. MYERS: Okay.

9 MR. VEST: I would assume that after
10 the prebid and the walk-through this morning
11 that you could get all your questions in there
12 the next couple of days. I mean, we've got
13 until March 27th to receive the quote by, so
14 the sooner you get those questions back in here
15 the sooner we can get answers and we will send
16 those back out to everyone who has requested
17 plans and specs on this job.

18 MR. GULLEDGE: Also, one other note.
19 On page 152 you'll see my e-mail site.

20 AUDIENCE MEMBER: Page 152?

21 MR. GULLEDGE: 152.

22 AUDIENCE MEMBER: Another question I
23 had is -- and, again, I didn't read completely
24 through everything yet. But you've got a
25 50-page I think limitation on your technical

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1 proposal.

2 MR. GULLEDGE: Yes, sir.

3 AUDIENCE MEMBER: And from reading
4 that it sounds like you want the contractor or
5 bidders to submit an actual quality control
6 program for this project as in that proposal.
7 And most generally the quality control plans
8 we've been submitting on these projects are far
9 more voluminous than 50 pages. So I was trying
10 to understand really, you know, what you are
11 wanting in that part of the proposal.

12 MR. GULLEDGE: The 50 pages will be
13 the max.

14 MS. WADE: I would say let us take
15 that under advisement. We'll talk about it.
16 If we need to issue an amendment and allow more
17 pages for that section we'll do that.

18 AUDIENCE MEMBER: If that's what
19 you're wanting, I think you're going to have
20 to.

21 MS. WADE: Okay. We'll talk about
22 that. Thanks for the question.

23 AUDIENCE MEMBER: Will you issue

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24 addendums by mail or just on e-mail?

25 MR. MYERS: If there's drawings, if

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1 there's a significant amount of drawings or
2 complete specifications, those may be by
3 reissue of a CD. If there's some narratives, I
4 have to -- those may be either by mail or by
5 e-mail. I'm not sure.

6 MR. VEST: We usually mail them out.
7 It depends on the size of them. Okay?

8 MR. MYERS: But they would be also put
9 on the web site.

10 AUDIENCE MEMBER: The web site is
11 where to look first. You may or may not get
12 something in the mail. You better check the
13 web site. Is that what you're saying?

14 MR. MYERS: It would definitely be on
15 the web site probably before you got in the
16 mail.

17 MR. VEST: Any other questions?

18 MR. MYERS: No other questions? Okay.
19 I thought we might go a little longer than
20 this. I was kind of hoping to meet out there
21 after 12 when the sun came out and it was a
22 little warmer.

23 MR. VEST: One final point that I
24 would like to make. When you're at the site

25 today, this is a walk-through only site visit.

20

1 We are not going to answer questions out at the
2 site. If you've got questions at the site
3 visit, send them in writing in here to Gregg
4 and we'll get your response out. Okay?

5 MR. GULLEDGE: One last thing. Those
6 who didn't actually receive this, I've got a
7 few copies. But once I give you a copy I
8 suggest that you do register on the web site
9 just in case we have an amendment come out you
10 can get your addendum that way. Because we
11 automatically send amendments and everything
12 out by that registration that's on our web
13 site. So if you need a copy, I've got a few.

14 AUDIENCE MEMBER: Ken, I noticed in
15 there they didn't have a quantity for common
16 excavation. It was lump sum.

17 MR. MYERS: That's being corrected.

18 AUDIENCE MEMBER: That's being
19 corrected. Because everything else, the rock
20 and everything is --

21 MR. MYERS: We have a quantity. It
22 will be corrected.

23 AUDIENCE MEMBER: On some of your bid
24 items too, like I think on one of the rock
25 items, you've got like for a ton mile or

1 something like that.

2 MR. MYERS: Mile is being removed from
3 the bid item.

4 AUDIENCE MEMBER: There's no blasting
5 allowed down there?

6 MR. MYERS: No.

7 AUDIENCE MEMBER: Okay.

8 MR. VEST: Any other questions?

9 AUDIENCE MEMBER: On the piler.

10 MR. MYERS: Yes, sir.

11 AUDIENCE MEMBER: A hundred blows per
12 5,000 pound ram per inch.

13 MR. MYERS: I do not have the
14 structural here to address that specifically,
15 so if you have a question on that please submit
16 it and we'll address it.

17 MR. VEST: Anybody else?

18 AUDIENCE MEMBER: The KCP&L bid item,
19 is there going be a number for us to put in
20 there or is that --

21 MR. MYERS: That's being corrected.

22 AUDIENCE MEMBER: Okay.

23 MR. MYERS: We're still getting some
24 good questions. I don't want to stop right
25 away.

1 MR. VEST: Anybody else got a
2 question?

3 AUDIENCE MEMBER: When do you
4 anticipate this first -- you said you've got an
5 amendment coming out already. Any idea if
6 you're going to hold that for awhile or any
7 idea when it might come out?

8 MR. MYERS: I don't think I should
9 give you a date at this point but it will be
10 soon. I'll say this, we're going to try to
11 address the first amendment, anything we can do
12 by narrative which would probably answer
13 several of these questions that you've had
14 immediately.

15 AUDIENCE MEMBER: Is this project
16 under the continuing contracts clause?

17 MR. GULLEDGE: Yes.

18 MR. MYERS: Yes.

19 AUDIENCE MEMBER: How much is allotted
20 for?

21 MR. MYERS: I don't remember what's in
22 the contract. I will point out that this
23 contract, this project is funded 100 percent
24 from the City of Kansas City, Missouri. It's
25 not a federally funded -- it's not a direct

1 federally funded contract. So we are acting as
2 an agent for Kansas City, Missouri.

3 AUDIENCE MEMBER: Is there any county
4 funding involved?

5 MR. MYERS: Accounting funding?

6 AUDIENCE MEMBER: County funding.

7 MR. MYERS: No, sir. Not that I
8 believe, no, sir.

9 AUDIENCE MEMBER: Is there a place
10 where we -- where we got to dig that channel
11 out, is there a place to put that dirt?

12 MR. MYERS: Permanent or temporary?

13 AUDIENCE MEMBER: No. Let it sit
14 until we can put it back on the other side.
15 You know, we can't put anything in there until
16 it's completely open. Is there a place down
17 there. I know we've got an area, but I don't
18 know if there's a place down there to put it.

19 MR. MYERS: When you're on the site
20 you'll see what open areas there are. And your
21 construction plan will need to address that
22 sum, how you propose to do your work. There
23 will be some areas there close by for permanent
24 disposal. I don't believe there is -- that was
25 designated in the plan at this point and it's

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1 being corrected or being added. You know, your
2 process of how you're going to excavate and
3 temporary and put it back in is not one that I
4 can specifically address.

5 AUDIENCE MEMBER: Right. I didn't
6 know if there was an area down there designated
7 for that.

8 MR. MYERS: No. Not for temporary.
9 One of the things your construction sequence
10 that involves stockpiling for temporary and
11 back in the channel, you'll have to consider
12 impacts to the hydraulics and impacts to the
13 flooding in the area. And that will be some of
14 the considerations we will take when we review
15 your construction sequencing plans.

16 MR. VEST: Subcontractor, do you want
17 me to go over that?

18 MR. MYERS: Arthur didn't show?

19 MR. VEST: No. I want to talk just a
20 minute about the requirement for your
21 subcontracting plan. 12.19 says that for any
22 contract balance out for supply and services a
23 million per construction. Contractor has
24 provided subcontracting plan and this
25 contractor is a requirement for a

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1 subcontracting plan. When you do your

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2 subcontracting plan you need to write it up and
3 show us your percentages and dollars of your
4 total subcontracting dollars, that you're going
5 to go out and give it to women owned, minority,
6 SDB, small disadvantaged business, veteran
7 owned, et cetera. I'm not sure what the
8 percentage is, but if you come back in here
9 with a subcontracting plan and you have zero
10 dollars for SDB your plan is not going to get
11 approved. You're going to have a delay.

12 I wish Arthur would have been here
13 today to go over specifically some of the goals
14 that we're looking for. We don't really like
15 to dictate to contractors and tell you what
16 goes in your subcontracting plan. I would
17 assume we would look for about six to nine
18 percent for SDB of your total subcontracting
19 dollars you're going to subcontract. I want to
20 see a percentage in it for small business, what
21 you're going to do for women owned, veteran,
22 all these goals. Be sure you go in -- it needs
23 to be broken down into percentages and dollars
24 for each task and also the work that you're
25 going to give to each one of those

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1 subcontractors. Yes, sir?

2 AUDIENCE MEMBER: But you're not
3 asking us to write in what subcontractors we're

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4 using as part of the plan?

5 MR. VEST: Yes. Yes.

6 AUDIENCE MEMBER: Actual names of the
7 companies?

8 MR. VEST: Yes. You're going to have
9 to identify. In fact, I think it says in here
10 in this section, it says assuring inclusion of
11 small businesses. It also states products that
12 you're going to sub. Yeah, you should tell us
13 basically. You don't have to -- you have to
14 tell us what you're going to do, what product,
15 the piece of work it is and who you're going to
16 give it to, what the dollar value is, what the
17 percentage value is.

18 AUDIENCE MEMBER: So you want the
19 actual name of that subcontractor in that
20 blank?

21 MR. MYERS: And we'll double-check on
22 that and clarify that.

23 MR. VEST: Yeah. We will clarify
24 that. Arthur is not here today.

25 AUDIENCE MEMBER: If you would, I'd

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1 appreciate it.

2 MR. MYERS: I do believe that the
3 solicitation does require names if you're going
4 to subcontract the bridge. That contractor

5 will need to be identified and they would need
6 to be part of your --

7 MR. VEST: Subcontracting plan.

8 MR. MYERS: -- proposal in terms of
9 past performance references.

10 MR. VEST: And the reason for this,
11 and another reason behind this, I think the
12 intent was that because of the time frame we
13 want to try to lock everything in up front so
14 we know who the subcontractors are, who you're
15 going to be dealing with. So when we go
16 through this evaluation phase we'll clearly see
17 the whole picture of how you're going to run
18 and management and do this work up front.
19 Because, remember, time is essential on this
20 project.

21 AUDIENCE MEMBER: Assuming that a
22 general contractor has a subcontractor on the
23 bridge, will the bridge subcontractor be
24 required to give his first and second tier subs
25 as well?

28

1 MR. VEST: Everything flows downhill.
2 But you're the one that does the -- you're the
3 one that's responsible for meeting that total
4 goal.

5 AUDIENCE MEMBER: But will he need to
6 name those individuals as part of --

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7 MR. VEST: Sure. He has to give that
8 to you in order for you to tell what your going
9 to do in the subcontracting plan. Because
10 everything builds up.

11 MS. WADE: I will say in a more
12 typical situation we select somebody and then
13 we get their subcontracting plan and then it's
14 approved and then we make award. Here your
15 subcontracting plan is one of those five
16 technical factors I talked about. So you're
17 subcontracting plan is going to have to be
18 acceptable before we get to the point of even
19 looking at price. That's one of -- so the
20 subcontracting plan is looked at a little
21 earlier in the process on this particular
22 solicitation.

23 MR. VEST: And that's why it's
24 critical too, if you think about it, because it
25 is a factor, that you do your best job and

29

1 clearly outline how and who you're going to
2 subcontract with and what piece of work and
3 total dollars so that we have a clear record of
4 what's going on.

5 AUDIENCE MEMBER: You're not going to
6 specify, you say, the percentages on the small
7 business and women and minority?

8

MR. VEST: No.

9

AUDIENCE MEMBER: But obviously you

10

have to have something.

11

MS. WADE: I think the solicitation

12

tells you what the Corps of Engineers' goals

13

are mandated to us.

14

MR. VEST: It does do that.

15

AUDIENCE MEMBER: What happens if you

16

don't meet them? Is your proposal rejected

17

or --

18

MR. VEST: No, not necessarily. You

19

know, goals are just a standard you try and

20

meet. If in your technical proposal it's not

21

so much that you, you know, don't meet that

22

whole goal. It's the fact that the percentages

23

that you're doing are in alignment with the

24

percentages of the goals that are needed for

25

you to meet. In other words, if there's a

30

1

30-percent goal for small business, you know,

2

you do that 30 percent even though you may not

3

meet the total goal of requirement for all the

4

percentages. You know, that's why we don't

5

normally dictate to the contractors and tell

6

them.

7

AUDIENCE MEMBER: So that

8

determination is purely subjective then.

9

There's no --

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10 MS. WADE: I would say in the
11 solicitation on page 167 in the middle of the
12 page it tells you how on factor five it's
13 important for small businesses and small
14 disadvantaged businesses. It tells you how
15 we're going to evaluate that factor. So I
16 would direct your attention to that so that
17 when you're preparing your subcontracting plan,
18 which is what you provide, you can look at how
19 we're going to evaluate it. And that's true of
20 each of the five factors. In pages 156 to 170
21 we tell you straight up how we're going to
22 evaluate what you give us. So you need to look
23 at that section.

24 AUDIENCE MEMBER: Basically though it
25 doesn't --

31

1 MR. VEST: It doesn't outline
2 percentages. And the answer to your question
3 is we don't normally tell the contractor, you
4 know, we have a standard we go by. But the
5 reason on our behalf that we don't -- if we
6 say, okay, Mr. Contractor, when you subcontract
7 only do five percent. Well, maybe you can do
8 ten percent for SDB. So that's why we let you
9 bring in the subcontracting plan and make it a
10 part of it. I'm just saying that if you come

11 in here with a subcontracting plan and don't
12 address SDB and some of these floors then that
13 will -- that is a factor that we'll be
14 evaluating. You need to do your research on
15 that and decide up front who you're going to
16 sub with and how much you're going to give
17 them.

18 AUDIENCE MEMBER: So does that factor
19 in before the price or after the price?

20 MS. WADE: Before.

21 MR. VEST: Before. Before we even
22 look at price.

23 MS. WADE: You'll give us your
24 technical proposal in one volume, your price
25 proposal in another. And when we get these in,

32

1 we're going to look at the technical proposals
2 first. We're not going to look at price. And
3 those five factors will be evaluated as either
4 technically acceptable on not factor by factor,
5 and one of the five factors is that
6 subcontracting plan.

7 MR. VEST: And, like I said, Arthur
8 Salisbury is the deputy for small business.
9 He's not here. We will get him to look over
10 this portion that I've addressed today, and if
11 he's got any comments or wants to make
12 corrections to it he will correct it and submit

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13 it back out in the total minutes of this
14 meeting. Okay? Any other questions? Yes,
15 sir?

16 AUDIENCE MEMBER: Will you publish the
17 attendees list on the web site today?

18 MR. GULLEDGE: Yes, we'll do that.

19 MR. VEST: We can do that.

20 AUDIENCE MEMBER: Appreciate it.

21 MR. VEST: Anything else?

22 MR. GULLEDGE: Let's make sure
23 everybody signs in.

24 MR. VEST: Everybody signed in?

25 MR. GULLEDGE: We have two lists

33

1 floating around.

2 MR. VEST: Do you want to talk about
3 the site visit this afternoon?

4 MR. MYERS: That's what I was going to
5 bring up. I had really anticipated we'd be out
6 there after 12. Would there be any objection
7 to meeting out there now even though it's going
8 to be a little cooler and such and then conduct
9 it? I'm not really sure how long you would
10 expect yourselves to be there. We can proceed
11 there from here.

12 As a final comment, e-mails that you
13 send in, if it's in terms of the contract

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14 language proposals and things like that, those
15 will be sent to Gregg. Issues about method of
16 construction and technical specifications and
17 drawings, those would come to me. So anything
18 that comes to me about contractor requirements,
19 I would just be forwarding those on to Gregg as
20 well.

21 AUDIENCE MEMBER: So all questions
22 should go to Gregg?

23 MR. MYERS: You can send me technical
24 questions.

25 AUDIENCE MEMBER: Send you technical

34

1 questions.

2 MR. MYERS: Okay. It will take me --
3 I'll probably be out there about 11:30. I'll
4 be on site at 11:30, and I'll be at one of
5 these two parking lots. They're there both
6 close by on the east side of Prospect and the
7 north side of the creek off of Cleaver II
8 Boulevard.

9 MR. VEST: Gregg's got something.

10 MR. GULLEDGE: Any more questions?
11 Any more questions anybody have?

12 AUDIENCE MEMBER: Is there anything to
13 prevent us from looking at the site other than
14 today?

15 MR. MYERS: No, sir. It's public

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16 property.

17 MR. GULLEDGE: Do you have any
18 questions, Karin? Dawn?

19 MS. WADE: No. Thank you all for
20 coming.

21 MR. VEST: Thank you very much.

22 (The proceedings concluded at 10:45

23 a. m.)

24

25

35

1 C E R T I F I C A T E

2 I, Sharry L. Hadley, a Certified Court
3 Reporter of the State of Missouri, do hereby
4 certify that I appeared at the time and place first
5 hereinbefore set forth, that I took down in
6 shorthand the entire proceedings had at said time
7 and place, and that the foregoing constitutes a
8 true, correct, and complete transcript of my said
9 shorthand notes.

10 Witness my hand and seal this 10th day of
11 March, 2003.

12

13

14

15

16

Sharry L. Hadley

17 CORP0306 Prebid Minutes
18 Missouri Supreme Court
19 Certified Court Reporter
20
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23
24
25